

## Message Text

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PAGE 01 USBERL 02560 161626Z

44

ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-04 H-02 INR-07 L-03

NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06 IO-10

CAB-02 COME-00 DOTE-00 EB-07 FAA-00 LAB-04 SIL-01

SAJ-01 ACDA-05 /089 W

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R 161550Z DEC 75

FM USMISSION USBERLIN

TO AMEMBASSY BONN

INFO SECSTATE WASHDC 1790

AMEMBASSY ANKARA

AMEMBASSY BERLIN

AMEMBASSY LONDON

USMISSION NATO

AMEMBASSY PARIS

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E.O. 11652: GDS

TAGS: PFOR, PGOV, EAIR, WB, TR, GW

SUBJECT: WEST BERLIN TURKISH WORKER FLIGHTS

REFS: (A) BONN 20256; (B) USBERLIN 2457;

(C) USBERLIN 2426; (D) ANKARA 8980

1. WE WELCOME EMBASSY'S IMAGINATIVE PROPOSAL (REF A)  
AND AGREE THAT IT WOULD BE USEFUL TO EXPLORE  
FEASIBILITY WITH OTHER CAAS AND WITH AIRLINES. IT  
IS ATTRACTIVE ALTERNATIVE TO TRYING MORE POLITICALLY  
SENSITIVE MEASURES AT THIS TIME. IF IT CAN BE  
WORKED OUT IT WOULD SEEM TO OFFER PROSPECT OF  
ALLIED AND TURKISH AIRLINES SHARING FAIR PROPORTION  
OF BERLIN-TURKEY TRAFFIC. WE SEE NO REASONABLE  
GROUNDS ON WHICH TO OBJECT TO NON-ALLIED CARRIER  
SUCH AS THY PARTICIPATING IN BERLIN MARKET WITH  
RESPECT TO FLIGHTS TO HOMELAND OR EVEN TO OBJECT TO  
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PAGE 02 USBERL 02560 161626Z

FACT THAT GDR'S SCHOENEFELD AIRPORT IS THEREBY

BROUGHT INTO PICTURE SINCE NET RESULT WOULD BE MORE SERVICE FOR BERLIN TRAVELLING PUBLIC. OUR CONCERN HAS BEEN THAT NON-ALLIED CARRIERS NOT WORK WITH GDR AND GDR'S CARRIER INTERFLUG TO CUT ALLIED CARRIERS AND WEST BERLIN AIRPORT ENTIRELY OUT OF A SIGNIFICANT PORTION OF BERLIN INTERNATIONAL AIR SERVICE AND THUS DAMAGE CITY BOTH ECONOMICALLY AND POLITICALLY.

2. TURKISH REACTION WOULD BE CRUCIAL TO SUCCESS OR FAILURE OF EMBASSY SCHEME. TURKS WOULD APPEAR TO RETAIN ABILITY TO STACK CARDS HEAVILY IN THEIR FAVOR SO LONG AS THEY CAN USE SCHOENEFELD AND RETAIN UNRESTRICTED ACCESS TO WEST BERLIN MARKET. IT WILL BE RECALLED THAT THY MAINTAINS THREAT OVER HEADS OF ALLIED CARRIERS THAT IT CAN AGAIN DEMAND PAYMENT OF ROYALTIES AS PRICE FOR CONTINUED ALLIED CARRIER LANDING RIGHTS. THERE WAS SUSPICION YEAR AGO WHEN THY DROPPED DEMAND FOR NEW INTER-CARRIER PROTOCOL INCLUDING PROVISION FOR ROYALTY PAYMENTS THAT TURKS DID NOT WISH TO TERMINATE ALLIED FLIGHTS SO LONG AS THY DID NOT HAVE CAPACITY TO PICK UP SLACK VIA SCHOENEFELD SINCE THIS WOULD DISADVANTAGE LARGE NUMBER OF TURKISH NATIONALS. IT IS POSSIBLE THAT THY MAY BE PREPARED TO TAKE TOUGHER LINE NOW THAT IT HAS INCREASED ITS SCHOENEFELD CAPACITY.

3. OUR CONCERN OVER THY PURPORTED SPECIAL DM 20 ISTANBUL-ANKARA FARE STEMS FROM POSSIBILITY THAT IT MAY BE DIRECTED AT FORCING ALLIED CARRIERS AND WEST BERLIN AIRPORT OUT OF THIS MARKET. AS NOTED REF B, THIS FARE WOULD NOT QUALIFY AS "DUMPING" AS IATA USES THAT TERM OF ACT FOR TECHNICAL REASON THAT THERE IS NO FIXED RATE AGREEMENT THAT GOVERNS BERLIN-TURKEY FLIGHTS. THERE WOULD STILL BE EQUITABLE GROUNDS ON WHICH TO OBJECT, HOWEVER, IF TURKS ARE CHARGING UNECONOMICAL FARE FOR THIS SEGMENT AND MAKING IT AVAILABLE ONLY TO THY'S SCHOENEFELD PASSENGERS AND NOT EVEN TO THY PASSENGERS COMING FROM FRG, SINCE LOGICAL CONCLUSION WOULD

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PAGE 03 USBERL 02560 161626Z

BE THAT IT WAS DIRECTED AT VIABILITY OF ALLIED CARRIERS AND WEST BERLIN AIRPORT FOR BERLIN-TURKEY FLIGHTS. WE THUS BELIEVE THAT SUCH A FARE, IF FACTS ARE AS ALLEGED, WOULD NOT BE PURELY INTERNAL TURKISH MATTER BUT WOULD BE LEGITIMATE SUBJECT FOR DISCUSSION SHOULD FURTHER POLITICAL LEVEL DISCUSSIONS WITH TURKS BY EITHER FRG OR ALLIES EVENTUALLY BE NECESSARY. ANY INFORMATION

ON FARE THAT COULD BE DEVELOPED IN MEANTIME  
MIGHT ALSO OFFER CLUE AS TO LIKELY TURKISH  
REACTION TO ALLIED CARRIER EFFORTS TO REGAIN  
COMPETITIVE STATUS THROUGH SCHEME SUCH AS THAT  
PROPOSED BY EMBASSY. DAVIS

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** BERLIN AIR ACCESS, AIRCRAFT OVERFLIGHTS, FOREIGN WORKERS, NEGOTIATIONS  
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**Copy:** SINGLE  
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**Document Unique ID:** 00  
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